

Message Text

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FM AMEMBASSY ROME
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SECSTATE PLEASE PASS DEPT. OF INTERIOR, BUREAU OF MINES,
DIVISION OF NON-FERROUS METALS

USDOC PLEASE PASS WOLFSON, ROOM 2322

E.O. 11652: N/A

TAGS: BTRA, IT, US

SUBJ: FOREIGN BUYER PROGRAM: ITALIAN MINING INDUSTRY OFFICIALS

REF : ROME 10357, SECSTATE 171161

SUMMARY

EMBASSY ROME WORKING WITH POTENTIAL TRAVELERS ON PROGRAM.
ALTHOUGH WE CAN DO SOME RESEARCH HERE, ONLY SOMEONE FAMILIAR
WITH INDUSTRY CAN MAKE DEFINITIVE PROGRAMMING
SUGGESTIONS. PLEASE NOTE THAT ALTHOUGH FAVORED DEPARTURE OF
MID-AUGUST IS FAST APPROACHING, TRAVEL IS STILL ONLY A
POSSIBILITY. END SUMMARY

1. EMBASSY'S SUGGESTIONS AND CONSIDERATIONS FOLLOW: VISITORS
DESIRE TO LEARN ABOUT THE MANAGEMENT OF EXTRACTIVE INDUSTRIES
MORE THAN THEIR BASIC OPERATIONS. EMPHASIS IN PROGRAMMING
THEREFORE SHOULD BE AT HEADQUARTERS LEVELS RATHER THAN FIELD.
SUGGEST, HOWEVER, BRIEF TRIP TO MINES, SMELTERS,
AND SHIPPING TERMINALS TO MAKE A COMPLETE PICTURE.

2. EMBASSY ROME FEELS FOLLOWING SCHEDULE IS GOOD STARTING
POINT FOR PROGRAMMING:

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DAY ONE: WASHINGTON - GOVERNMENT, INDUSTRY AND/OR UNION
OFFICIALS

DAY TWO THROUGH SEVEN: CORPORATE HEADQUARTERS OF VOLUNTEER
NON-FERROUS METALS FIRM

DAY EIGHT: INSPECTION TRIP TO NINE AND/OR SMELTER

DAY NINE AND TEN: VISIT TO EITHER COMMODITY TRADING MARKET
IN METALS, CUSTOMER OF EARLIER QUOTE HOST UNQUOTE FIRM, OR
LARGE COMMERCIAL BANKS FOR FINANCING PERSPECTIVE ON EXTRACTIVE
INDUSTRIES PROJECTS. COMMODITY MARKET WOULD BE CHICAGO OR
NEW YORK WHERE SHIPMENTS COULD BE VIEWED AS WELL, INBOUND
OR OUTBOUND. A USER OF THE PRODUCTS FROM THE SMELTER,
THAT IS, AN INDUSTRIAL CONSUMER, WOULD BE VALUABLE FROM
THE STANDPOINT OF FUTURE TRENDS IN NON-
FERROUS CONSUMPTION. ONE SUGGESTION MIGHT BE METALS PROCUREMENT
OFFICE OF COMPANY SUCH AS GENERAL ELECTRIC OR UNION CARBIDE.

3. OTHER SUGGESTION MIGHT BE CONTACT IN MISSOURI OR TENNESSEE
GOVERNOR'S OFFICE OVERSEEING MINING OPERATIONS. SOMEONE FAMILIAR
WITH ENVIRONMENTAL, TAX, LABOR AND OTHER DETAILS PERTAINING TO
EXTRACTIVE INDUSTRIES WOULD BE A VALUABLE CONTACT.

4. FINALLY, THOUGH NOT THE PURPOSE OF TRIP PER SE, CALLS ON
MINING INDUSTRY EQUIPMENT MANUFACTURERS COULD BE WORTHWHILE.

5. PLEASE BE ADVISED THAT APEX SMELTING OF CHICAGO IS A FIRM
LISTED IN MINERALS YEARBOOK. IT IS A SUBSIDIARY OF AMERICAN
CLIMAX METAL COMPANY AT 2400 EAST DEVON, DES PLAINS, ILLINOIS.
PHONE IS 297 1360 DIRECT OR 694 4393 CHICAGO TIE LINE.BEAUDRY

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